

Message Text

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14

ACTION EA-14

INFO OCT-01 ISO-00 EB-11 COME-00 NSCE-00 NSC-10 SS-20

CIAE-00 DODE-00 INR-10 NSAE-00 PA-04 RSC-01 USIA-15

PRS-01 SPC-03 EUR-25 L-03 SAJ-01 TRSE-00 NIC-01 DRC-01

/121 W

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R 220355Z DEC 73

FM USLO PEKING

TO SECSTATE WASHDC 1165

INFO AMEMBASSY ROME

AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD EIND CH IT

SUBJ: ITALIANS SELL POLYPROPYLENE PLANT WITH U.S.

TECHNOLOGY TO PRC

1. ACCORDING TO ITALISAN EMBASSY COMMERCIAL OFFICER BERTINETTO, NEGOTIATIONS IN PEKING BETWEEN SNAM PROGETTI AND THE PRC FOR THE SALE OF A POLYPROPYLENE PLANT, WITH TECHNOLOGY FURNISHED BY STANDARD OIL OF INDIANA, HAS BEEN SUCCESSFULLY CONCLUDED. THE COST IS ABOUT 10 BILLION LIRE OR APPROXIMATELY DOLS16 MILLION, AND IS FOR CASH. BERTINETTO SAID THE PLANT WILL HAVE A CAPACITY OF 35,000 TONS PER YEAR, WILL BE LINKED TO A FRENCH PETRO-CHEMICAL PLANT THAT WILL PROVIDE THE RAW MATERIALS, AND WILL BE LOCATED IN THE NORTHEAST, PROBABLY AT FUSHUN. SNAM WILL SUPPLY EQUIPMENT, WILL SUPERVISE CONSTRUCTION THROUGH START UP OF OPERATIONS, AND WILL PROVIDE NECESSARY TRAINING TO THE CHINESE.

2. NEGOTIATIONS, WHICH BEGAN LAST SPRING, WERE RESUMED IN AUGUST. STANDARD OF INDIANA REPRESENTATIVES WERE IN LIMITED OFFICIAL USE

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TOUCH WITH USLO IN THE FALL WHEN THEY WERE HERE FOR

TALKS ON THE LICENSING AGREEMENT PORTION OF THE DEAL.
WE ARE NOT CERTAIN WHAT SHARE OF THE COST TO THE
CHINESE WILL ACCRUE TO STANDARD OF INDIANA, BUT WE
BELIEVE IT IS IN THE RANGE OF A HALF MILLION DOLLARS.
WE ALSO DO NOT KNOW WHETHER STANDARD OF INDIANA
PERSONNEL WILL BE COMING TO CHINA IN CONNECTION WITH
INSTALLATION OR TRAINING.

3. USLO WOULD APPRECIATE ANY FURTHER INFORMATION THAT
MAY COME TO THE ATTENTION OF THE ADDRESSEES.
BRUCE

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: N/A
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ISecure: 1
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